

This Reading Passage and its questions are from PrepTest 44, Section 1, Questions 1–7.

Questions 1–7 are based on the following passage:

The Canadian Auto Workers' (CAW) Legal Services Plan, designed to give active and retired autoworkers and their families access to totally prepaid or partially reimbursed legal services, has been in operation since late 1985. Plan members have the option of using either the plan's staff lawyers, whose services are fully covered by the cost of membership in the plan, or an outside lawyer. Outside lawyers, in turn, can either sign up with the plan as a "cooperating lawyer" and accept the CAW's fee schedule as payment in full, or they can charge a higher fee and collect the balance from the client. Autoworkers appear to have embraced the notion of prepaid legal services: 45 percent of eligible union members were enrolled in the plan by 1988. Moreover, the idea of prepaid legal services has been spreading in Canada. A department store is even offering a plan to holders of its credit card.

While many plan members seem to be happy to get reduced-cost legal help, many lawyers are concerned about the plan's effect on their profession, especially its impact on prices for legal services. Some point out that even though most lawyers have not joined the plan as cooperating lawyers, legal fees in the cities in which the CAW plan operates have been depressed, in some cases to an unprofitable level. The directors of the plan, however, claim that both clients and lawyers benefit from their arrangement. For while the clients get ready access to reduced-price services, lawyers get professional contact with people who would not otherwise be using legal services, which helps generate even more business for their firms. Experience shows, the directors say, that if people are referred to a firm and receive excellent service, the firm will get three to four other referrals who are not plan subscribers and who would therefore pay the firm's standard rate.

But it is unlikely that increased use of such plans will result in long-term client satisfaction or in a substantial increase in profits for law firms. Since lawyers with established reputations and client bases can benefit little, if at all, from participation, the plans function largely as marketing devices for lawyers who have yet to establish themselves. While many of these lawyers are no doubt very able and conscientious, they will tend to have less expertise and to provide less satisfaction to clients. At the same time, the downward pressure on fees will mean that the full-fee referrals that proponents say will come through plan participation may not make up for a firm's investment in providing services at low plan rates. And since lowered fees provide little incentive for lawyers to devote more than minimal effort to cases, a "volume discount" approach toward the practice of law will mean less time devoted to complex cases and a general lowering of quality for clients.

1. Which one of the following most accurately expresses the main point of the passage?

- (A) In the short term, prepaid legal plans such as the CAW Legal Services Plan appear to be beneficial to both lawyers and clients, but in the long run lawyers will profit at the expense of clients. 
- (B) The CAW Legal Services Plan and other similar plans represent a controversial, but probably effective, way of bringing down the cost of legal services to clients and increasing lawyers' clientele. 
- (C) The use of prepaid legal plans such as that of the CAW should be rejected in favor of a more equitable means of making legal services more generally affordable. 
- (D) In spite of widespread consumer support for legal plans such as that offered by the CAW, lawyers generally criticize such plans, mainly because of their potential financial impact on the legal profession. 
- (E) Although they have so far attracted many subscribers, it is doubtful whether the CAW Legal Services Plan and other similar prepaid plans will benefit lawyers and clients in the long run. 

2. The primary purpose of the passage is to

- (A) compare and contrast legal plans with the traditional way of paying for legal services 
- (B) explain the growing popularity of legal plans 
- (C) trace the effect of legal plans on prices of legal services 
- (D) caution that increased use of legal plans is potentially harmful to the legal profession and to clients 
- (E) advocate reforms to legal plans as presently constituted 

3. Which one of the following does the author predict will be a consequence of increased use of legal plans?

- (A) results that are largely at odds with those predicted by lawyers who criticize the plans 
- (B) a lowering of the rates such plans charge their members 
- (C) forced participation of lawyers who can benefit little from association with the plans 
- (D) an eventual increase in profits for lawyers from client usage of the plans 
- (E) a reduction in the time lawyers devote to complex cases 

4. Which one of the following sequences most accurately and completely corresponds to the presentation of the material in the passage?

- (A) a description of a recently implemented set of procedures and policies; a summary of the results of that implementation; a proposal of refinements in those policies and procedures
- (B) an evaluation of a recent phenomenon; a comparison of that phenomenon with related past phenomena; an expression of the author's approval of that phenomenon
- (C) a presentation of a proposal; a discussion of the prospects for implementing that proposal; a recommendation by the author that the proposal be rejected
- (D) a description of an innovation; a report of reasoning against and reasoning favoring that innovation; argumentation by the author concerning that innovation
- (E) an explanation of a recent occurrence; an evaluation of the practical value of that occurrence; a presentation of further data regarding that occurrence

5. The passage most strongly suggests that, according to proponents of prepaid legal plans, cooperating lawyers benefit from taking clients at lower fees in which one of the following ways?

- (A) Lawyers can expect to gain expertise in a wide variety of legal services by availing themselves of the access to diverse clientele that plan participation affords.
- (B) Experienced cooperating lawyers are likely to enjoy the higher profits of long-term, complex cases, for which new lawyers are not suited.
- (C) Lower rates of profit will be offset by a higher volume of clients and new business through word-of-mouth recommendations.
- (D) Lower fees tend to attract clients away from established, nonparticipating law firms.
- (E) With all legal fees moving downward to match the plans' schedules, the profession will respond to market forces.

6. According to the passage, which one of the following is true of CAW Legal Services Plan members?

- (A) They can enjoy benefits beyond the use of the services of the plan's staff lawyers.
- (B) So far, they generally believe the quality of services they receive from the plan's staff lawyers is as high as that provided by other lawyers.
- (C) Most of them consult lawyers only for relatively simple and routine matters.
- (D) They must pay a fee above the cost of membership for the services of an outside lawyer.
- (E) They do not include only active and retired autoworkers and their families.

7. Which one of the following most accurately represents the primary function of the author's mention of marketing devices in the last paragraph?

- (A) It points to an aspect of legal plans that the author believes will be detrimental to the quality of legal services.
- (B) It is identified by the author as one of the primary ways in which plan administrators believe themselves to be contributing materially to the legal profession in return for lawyers' participation.
- (C) It identifies what the author considers to be one of the few unequivocal benefits that legal plans can provide.
- (D) It is reported as part of several arguments that the author attributes to established lawyers who oppose plan participation.
- (E) It describes one of the chief burdens of lawyers who have yet to establish themselves and offers an explanation of their advocacy of legal plans.

Explanations and Annotations

The Canadian Auto Workers' (CAW) Legal Services Plan, designed to give active and retired autoworkers and their families access to totally prepaid or partially reimbursed legal services, has been in operation since late 1985. Plan members have the option of using either the plan's staff lawyers, whose services are fully covered by the cost of membership in the plan, or an outside lawyer. Outside lawyers, in turn, can either sign up with the plan as a "cooperating lawyer" and accept the CAW's fee schedule as payment in full, or they can charge a higher fee and collect the balance from the client. Autoworkers appear to have embraced the notion of prepaid legal services: 45 percent of eligible union members were enrolled in the plan by 1988. Moreover, the idea of prepaid legal services has been spreading in Canada. A department store is even offering a plan to holders of its credit card.

While many plan members seem to be happy to get reduced-cost legal help, many lawyers are concerned about the plan's effect on their profession, especially its impact on prices for legal services. Some point out that even though most lawyers have not joined the plan as cooperating lawyers, legal fees in the cities in which the CAW plan operates have been depressed, in some cases to an unprofitable level. The directors of the plan, however, claim that both clients and lawyers benefit from their arrangement. For while the clients get ready access to reduced-price services, lawyers get professional contact with people who would not otherwise be using legal services, which helps generate even more business for their firms. Experience shows, the directors say, that if people are referred to a firm and receive excellent service, the firm will get three to four other referrals who are not plan subscribers and who would therefore pay the firm's standard rate.

Description of CAW plan and popularity

Lawyers worried about lower fees, while directors claim benefit from referrals

But it is unlikely that increased use of such plans will result in long-term client satisfaction or in a substantial increase in profits for law firms. Since lawyers with established reputations and client bases can benefit little, if at all, from participation, the plans function largely as marketing devices for lawyers who have yet to establish themselves. While many of these lawyers are no doubt very able and conscientious, they will tend to have less expertise and to provide less satisfaction to clients. At the same time, the downward pressure on fees will mean that the full-fee referrals that proponents say will come through plan participation may not make up for a firm's investment in providing services at low plan rates. And since lowered fees provide little incentive for lawyers to devote more than minimal effort to cases, a "volume discount" approach toward the practice of law will mean less time devoted to complex cases and a general lowering of quality for clients.

But these plans probably not good for either lawyers or clients

Bottom Line: Legal Services plans like the CAW's are popular, but likely to negatively impact lawyers' profits and client satisfaction.

Step 1: Prepare

Paragraph 1 Main Point: Description of CAW plan and its popularity.

This paragraph introduces the CAW plan and describes who it covers and how it works. You should notice, and mark with your annotation, that there are differences in ways that lawyers can participate and in how fee payment works. But, don't try to memorize all these variations—you know where to find the details if and when you need them later. The end of the paragraph tells you that this kind of plan appears to be popular and that the idea is spreading. Notice, however, that you don't know at this point if the author shares the positive point of view that others have about this type of plan. So far, the author isn't taking sides.

Paragraph 2 Main Point: Lawyers worried about lower fees, while directors claim benefit from referrals.

Notice the word “While” that starts this paragraph off. Already you get a hint that there may be those who are not as happy as others about these plans. (You might also notice that the author says that members “seem to be happy,” but doesn't actually say that they are satisfied with the plan. You don't know yet why the author uses this kind of language, but keep it in mind as you read further into the passage.) And yes, the first part of this second paragraph introduces a contrast to the first paragraph: many lawyers think that such plans are already negatively affecting their profits. But now, with a “however,” the passage moves back to a different and more positive point of view: the directors of the plans (whom you can identify as proponents of the plan) think lawyers and firms will benefit overall from increased business. Don't worry too much about the details of how; keep your focus on the directors' main claim.

The question to ask yourself at this point is “Do I know yet what the author thinks?” The answer is no. So far you have only contrasting points of view held by other people.

Paragraph 3 Main Point: But these plans are probably not good for either lawyers or clients.

Only now do you get definitive evidence about the author's own point of view. The passage states outright “But it is unlikely that increased use of such plans will result in long-term client satisfaction or in a substantial increase in profits for law firms.” The word “Since” that begins the next sentence tells you that here comes the support for that judgment. So, while you do want to note (if you previewed the questions) that the reference to “marketing devices” is made in the context of the author's criticism, don't get too caught up in the explanation in the middle of the paragraph. As long as you get the two key ideas—the author thinks neither lawyers nor clients will get much benefit—you are good to go for the Bottom Line and to start on the questions.

Bottom Line: Legal Services plans like the CAW's are popular, but likely to negatively impact lawyers' profits and client satisfaction.

This is a "Criticize" passage, and in this case (but keep in mind this will not always be the case!) the author essentially expresses the Bottom Line through the main point of the last paragraph.

Steps 2–4: Attacking the Questions

Along with the explanations for each step of attacking each question, we have marked the questions up to show how you might do the same to help yourself to understand the question, evaluate each choice, and track your Process of Elimination.

1. Which one of the following most accurately expresses the **main point** of the passage?

- (A) In the short term, prepaid legal plans such as the CAW Legal Services Plan appear to be beneficial to both lawyers and clients, but in the long run lawyers will profit at the expense of clients. 
- (B) The CAW Legal Services Plan and other similar plans represent a controversial, but probably effective, way of bringing down the cost of legal services to clients and increasing lawyers' clientele. 
- (C) The use of prepaid legal plans such as that of the CAW should be rejected in favor of a more equitable means of making legal services more generally affordable. 
- (D) In spite of widespread consumer support for legal plans such as that offered by the CAW, lawyers generally criticize such plans, mainly because of their potential financial impact on the legal profession. 
- (E) Although they have so far attracted many subscribers, it is doubtful whether the CAW Legal Services Plan and other similar prepaid plans will benefit lawyers and clients in the long run. 

Here's How to Crack It**Step 2: Assess**

This is a Big Picture: Main Point question. Therefore, it is asking you what the central point of the entire passage is.

Step 3: Act

Remind yourself of the Bottom Line you already defined: "Legal Services plans like the CAW's are popular, but likely to negatively impact lawyers' profits and client satisfaction."

Step 4: Answer

As you move through the choices, keep reminding yourself of the scope of the passage (the two aspects of the CAW and similar plans) and the negative attitude of the author.

The first part of (A) sounds OK, since it says "appear to be beneficial," but the second part goes wrong. The author indicates that lawyers may in fact not profit in the long run. This choice is half right but half wrong, and it misrepresents the author's attitude and opinion. So, (A) is out.

Choice (B) begins with suspicious wording with "controversial"; while there is debate regarding the value of the plan, the author doesn't go quite this far. However, if you are unsure about whether or not there is enough support for the word "controversial," there is an even more obvious reason to eliminate the choice: it is the opposite of the author's opinion. The author states clearly that he or she believes that such plans will be ineffective, not effective. Choice (B) is out.

Choice (C) may be momentarily tempting, given its negative tone. However, the author never goes so far as to claim such plans should be rejected, and also never indicates that the problem is that they are inequitable or unfair. This choice is both too extreme and out of scope, and should be eliminated.

You may have left (D) in contention the first time through the choices. "Widespread" and "generally" are a bit strong, based on the more moderate wording used by the author in paragraph 1, but at least some lawyers do in fact criticize such plans because of their financial impact on the profession. Let's imagine you left (D) in, and move on for the moment to the last answer.

Choice (E) matches your Bottom Line nicely. Yes, the plans have been popular and attracted subscribers, but no, the author does not think that such plans will benefit either lawyers or clients in the long run. And, if you go back and compare (E) and (D), you will see that (D) mentions only the lawyers' side and issue, leaving out the other key issue which is the potential negative impact on client satisfaction.

This leaves you with a clear decision: Choice (E).

2. The **primary purpose of the passage** is to

- (A) compare and contrast legal plans with the traditional way of paying for legal services 
- (B) explain the growing popularity of legal plans 
- (C) trace the effect of legal plans on prices of legal services 
- (D) caution that increased use of legal plans is potentially harmful to the legal profession and to clients 
- (E) advocate reforms to legal plans as presently constituted 

Here's How to Crack It

Step 2: Assess

The wording “primary purpose” makes it clear that this is a Big Picture: Primary Purpose question. So, the task is similar to that in question 1: find the answer that best represents the author’s central goal in writing the passage as a whole.

Step 3: Act

Again, remind yourself of the Bottom Line you already defined: “Legal Services plans like the CAW’s are popular, but likely to negatively impact lawyers’ profits and client satisfaction.” So, the purpose of the passage is to tell you that such plans may have these particular drawbacks.

Step 4: Answer

Choice (A) is problematic from the beginning. The author is not comparing and contrasting types of plans, nor is he or she spending much time at all describing how these legal services plans are different from traditional methods of payment. So, (A) is out of scope and out of contention.

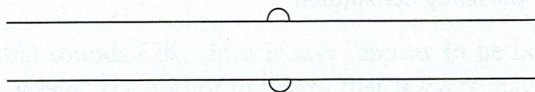
Choice (B) may have tempted you for a moment, since the author does indicate in paragraph 1 that such plans are popular. However, does the author spend much time *explaining* that popularity? No. Is the passage as a whole about their popularity? No. Therefore, this choice is too narrow to have any chance of describing the author’s primary purpose.

If you are attuned to this very common “too narrow” Attractive Distractor on Big Picture questions, you will have easily eliminated (C) as well. While the author does discuss effects on prices of legal services, he or she also discusses effects on client satisfaction. Therefore, (C) is out for a similar reason as (B) (as well as (D) in question 1).

Choice (D) nicely corresponds to the scope and tone of your Bottom Line. So, let's leave it in for now and consider (E).

Choice (E) is a trap for test-takers who think too far beyond the scope of the passage. Yes, the author indicates problems with legal services plans. However, does he or she take the further step of advocating changes or reforms? No. Remember, we defined the purpose of the passage as to criticize, not to advocate. Even if you are speculating that perhaps the author has this in mind, you can't point to any evidence of this in the passage.

This leaves you with (D) as the best representation of the author's primary purpose.



3. Which one of the following does the author predict will be a consequence of increased use of legal plans?

- ☒ (A) results that are largely at odds with those predicted by lawyers who criticize the plans 
- ☒ (B) a lowering of the rates such plans charge their members 
- ☒ (C) forced participation of lawyers who can benefit little from association with the plans 
- ☒ (D) an eventual increase in profits for lawyers from client usage of the plans 
- ☐ (E) a reduction in the time lawyers devote to complex cases 

Here's How to Crack It

Step 2: Assess

This is an Extract: Fact question. It is asking you what the author said will happen as a result of use of such plans.

Step 3: Act

This is the time to go back to the passage before POE. You know from your preparation of the passage that the author made two predictions in the last paragraph. One is that “downward pressure on fees” may hurt law firms’ profits, and the other is that clients will receive lower quality service, in part because lawyers will spend less time on complicated cases. Go into the choices, then, with these two possible answers in mind.

Step 4: Answer

Read and paraphrase (A) carefully. It is using convoluted language to try to distract you from the fact that this is the exact opposite of what the author predicted. In paragraph 2, the author describes the fear of some lawyers that legal services plans will depress (and in some cases already have depressed) prices “in some cases to an unprofitable level.” In paragraph 3, the author agrees that this may, in fact, occur. Therefore, the author predicts results that are consistent, not at odds with, these lawyers’ prediction.

Choice (B) requires equally careful reading to see what it is really saying. Does the author predict a lowering of the rates *charged by the plans to their members*? No, he or she predicts a lowering of fees paid to lawyers. This wrong answer is a trap set for test-takers who rely only on their memory, and/or who do not read the answer choices word for word.

Choice (C) immediately leaves the scope of the passage. The author never indicates that any lawyer will be forced to participate; paragraph 1 makes it pretty clear that lawyers join or cooperate voluntarily. So, (C) is gone.

Even though this is an Extract: Fact question, using your Bottom Line actively should allow you to eliminate (D) the first time through the answers. A major part of the author’s criticism is that legal services plans may decrease, not increase, profits. This choice invalidates itself by contradicting the passage.

So, we are down to (E). Remember to read every choice carefully, even if you have eliminated (A)–(D). But all is good, as (E) is already one of the options you had in mind based on going back to the last paragraph before POE. This leaves you with (E) as the supported credited response.

4. Which one of the following sequences most accurately and completely corresponds to the presentation of the material in the passage?

- (A) a description of a recently implemented set of procedures and policies; a summary of the results of that implementation; a proposal of refinements in those policies and procedures 
- (B) an evaluation of a recent phenomenon; a comparison of that phenomenon with related past phenomena; an expression of the author's approval of that phenomenon 
- (C) a presentation of a proposal; a discussion of the prospects for implementing that proposal; a recommendation by the author that the proposal be rejected 
- (D) a description of an innovation; a report of reasoning against and reasoning favoring that innovation; argumentation by the author concerning that innovation 
- (E) an explanation of a recent occurrence; an evaluation of the practical value of that occurrence; a presentation of further data regarding that occurrence 

Here's How to Crack It

Step 2: Assess

The wording “sequences most accurately and completely corresponds to the presentation of the material in the passage” tells you that this is a Structure: Organization question. Therefore, it is asking you to find the choice that piece by piece follows and matches the main sections of the passage.

Step 3: Act

If you have prepared the passage well by defining the main point of each paragraph, you can move right into the choices, using that “outline” as your guide.

Step 4: Answer

Work actively to break down the pieces of each choice the first time through the answers; don't just read the whole choice as one big chunk and then ask “does anything sound wrong?” One useful technique is to visually break each answer up with a slash in between each section, making it easier for you to identify and check each individual chunk.

The first part of (A) is suspicious with the word “recently,” but don’t get stuck at this point trying to decide if 1985 can be called recent or not. Once you move on to the next two chunks of the choice, you can see where it goes definitively wrong. Paragraph 2 of the passage describes the positive and negative points of view regarding the eventual effects of the plan, not a summary of any actual results, and paragraph 3 presents the author’s criticism with no proposals for reforms or refinements.

Choice (B) starts off wrong: you defined the purpose of paragraph 1 as describing, not evaluating, the plan. Chunk 2 is wrong as well: there is no comparison with related past phenomena, and chunk 3 seals the deal: the author disapproves, not approves of the plan. Recognizing any one of these three problems would be enough to eliminate the choice.

Choice (C) begins problematically—this is an existing plan, not a proposal. But, if you are unsure about that, there are plenty of other reasons to eliminate (C). Paragraph 2 does not discuss how likely the “proposal” is to be implemented but rather existing positive and negative views of the existing plans, and paragraph 3 expresses the author’s criticism, but he or she does not go so far as to say the plans should be rejected.

Choice (D) nicely matches your main points piece by piece and in the correct order: description of the CAW and similar plans (which, since they began in 1985, can reasonably be called an “innovation”), arguments for and against such plans, and finally, the author’s argument that such plans will likely have two types of negative effects.

Choice (E) begins okay (again, don’t get stuck at this point trying to decide if 1985 qualifies as “recent”), but then goes wrong. Paragraph 2 presents contrasting points of view but not the author’s evaluation of the practical value of the plans, and there is no actual data presented in paragraph 3.

This leaves you with (D) as the best piece by piece match to the passage presentation.

5. The passage most strongly suggests that, according to proponents of prepaid legal plans, cooperating lawyers benefit from taking clients at lower fees in which one of the following ways?

- ☒ A Lawyers can expect to gain expertise in a wide variety of legal services by availing themselves of the access to diverse clientele that plan participation affords. 
- ☒ B Experienced cooperating lawyers are likely to enjoy the higher profits of long-term, complex cases, for which new lawyers are not suited. 
- ☐ C Lower rates of profit will be offset by a higher volume of clients and new business through word-of-mouth recommendations. 
- ☒ D Lower fees tend to attract clients away from established, nonparticipating law firms. 
- ☒ E With all legal fees moving downward to match the plans' schedules, the profession will respond to market forces. 

Here's How to Crack It

Step 2: Assess

The wording “The passage most strongly suggests” tells you that this is an Extract: Inference question. Translate the rest of the question carefully, however! This question is NOT asking you what the author agrees with, but rather what the *proponents* of prepaid legal plans would think, and the author is definitely NOT a proponent.

Step 3: Act

You know from your passage prep that paragraph 2 describes the proponents' argument. Going back to that part of the passage, you see that their argument is that cooperating lawyers will come out ahead profit-wise when they get more business out of the deal: “if people are referred to a firm and receive excellent service, the firm will get three or four other referrals who are not plan subscribers and who would therefore pay the firms' standard rate.” So, you are looking for something along these lines in a correct answer.

Step 4: Answer

Choice (A) is out of scope and therefore wrong. There is no discussion in the passage of greater diversity of clientele or of gaining greater expertise. The issue is volume and fees, not range of experience. Make sure not to speculate past the boundaries of the passage; even if you think that this could be a result, there is no evidence for it in the passage. If you left (A) in during your first cut through the choices, comparing it with (C) would alert you to what the real issue is in the passage.

Choice (B) may be momentarily attractive because it mentions profits. However, it introduces two comparisons—between experienced and new lawyers, and between fees for complex versus less complex cases—that are not supported. Note the trap; the author talks about inexperienced lawyers and complex cases later on in paragraph 3, but does not indicate any relevance of these issues to arguments made by proponents of the plans.

Choice (C) has the right issue (profiting through referrals and increased volume) and the right positive tone. So, leave it in and move on to (D).

Choice (D), like (A) and (B), brings in an issue that is not addressed in the passage. The author never indicates that proponents of the plans believe that cooperating lawyers will benefit through stealing clients away from other firms.

The trap in (E) is that it is not even clear what “respond to market forces” means. Probably that fees would decrease overall, which is definitely not in line with the proponents’ argument, but why take the time to figure that out when you already have a choice that nicely matches what is directly discussed in the passage.

So, eliminate (E), pick (C), and move on!

6. According to the passage, which one of the following is true of CAW Legal Services Plan members?

- (A) They can enjoy benefits beyond the use of the services of the plan's staff lawyers. 
- (B) So far, they generally believe the quality of services they receive from the plan's staff lawyers is as high as that provided by other lawyers. 
- (C) Most of them consult lawyers only for relatively simple and routine matters. 
- (D) They must pay a fee above the cost of membership for the services of an outside lawyer. 
- (E) They do not include only active and retired autoworkers and their families. 

Here's How to Crack It

Step 2: Assess

"According to the passage" tells you that this is an Extract: Fact question. So, it is asking you to find the answer that is most directly supported by what is explicitly stated in the passage.

Step 3: Act

Paragraph 1 describes the CAW and who its members are. There are a variety of things in that paragraph that the correct answer might reference. So, it is reasonable, once you have identified the relevant section of the passage, to move into POE and then go back to the passage text as needed.

Step 4: Answer

Choice (A) may not immediately leap out at you, but when you go back to paragraph 1 you see the following: "Plan members have the option of using either the plan's staff lawyers, whose services are fully covered by the cost of membership in the plan, or an outside lawyer." If a plan member uses an outside lawyer, he or she would either pay the same as for a plan lawyer, or a reduced rate (whatever exceeds the plan's fee schedule). This definitely qualifies as a benefit beyond use of the plan's staff lawyers, so leave in (A).

Choice (B) is out of scope and therefore wrong. All you know from the passage is that "Autoworkers appear to have embraced the notion of prepaid legal services..." This tells you nothing about members' perceptions regarding the *quality of services* received from staff lawyers. Make sure not to over-speculate; if quality of service is not mentioned in this context, it cannot be in the correct answer to an Extract: Fact question.

Choice (C) is also out of scope. There is no discussion in the relevant part of the passage of what issues members consult lawyers about. This is a trap based on the last paragraph, where the author says that lawyers in the plan will have little incentive to devote lots of time to complex cases, which is a very different issue.

Choice (D) includes a word that should set off alarms in your POE brain: "must." Do members HAVE to pay additional fees? No, not if a cooperating lawyer "accept[s] the CAW's fee schedule as payment in full." Therefore, this choice is too extreme and should be eliminated.

Choice (E) requires careful, word-for-word reading. The passage states that the CAW plan is "designed to give active and retired autoworkers and their families access" to legal services. Therefore, the word "not" in this choice turns it into the opposite of what the author describes.

So, (E) is out, leaving you with (A) as the directly supported correct answer.

7. Which one of the following most accurately represents the primary function of the author's mention of marketing devices in the last paragraph?

- (A) It points to an aspect of legal plans that the author believes will be detrimental to the quality of legal services. 
- (B) It is identified by the author as one of the primary ways in which plan administrators believe themselves to be contributing materially to the legal profession in return for lawyers' participation. 
- (C) It identifies what the author considers to be one of the few unequivocal benefits that legal plans can provide. 
- (D) It is reported as part of several arguments that the author attributes to established lawyers who oppose plan participation. 
- (E) It describes one of the chief burdens of lawyers who have yet to establish themselves and offers an explanation of their advocacy of legal plans. 

Here's How to Crack It

Step 2: Assess

This question asks you for the “primary function” or purpose of a reference in the passage, making it a Structure: Function question. Your task, then, is to figure out WHY the author mentions marketing devices in that part of the passage.

Step 3: Act

You already know from preparing the passage that the third paragraph sets out the author's criticism of prepaid legal plans. Going back to that particular part of the paragraph, you see that the author states that the plans will function mostly as “marketing devices” for inexperienced lawyers, and that these lawyers “will tend to have less expertise and to provide less satisfaction to clients.” So, your own answer to this question might be something like: “It is one of the problems with these legal plans.”

Step 4: Answer

Choice (A) nicely matches the answer we just generated based on the question task and relevant part of the passage—leave it in!

The problem with (B) is clear if you have already identified the purpose of the reference. It is part of the author's criticism, not part of the proponents' defense of the plans.

Even though this is not a Big Picture question, your articulation of the Bottom Line eliminates (C). The author criticizes these legal plans, and nothing in the passage indicates any real benefit, including this "marketing device." Be careful not to use your own opinion; "marketing device" may sound like a positive thing to many people, but the author has the opposite opinion.

Choice (D) attributes this argument to the wrong people. Yes, there are lawyers who criticize the plans, but the "marketing device" argument is the author's, not these lawyers'. Your tracking of the structure of the passage, including the main points, helps you to eliminate this choice.

Choice (E) has a variety of problems. First, while the author does indicate that new lawyers would need to market themselves, the passage does not go so far as to describe this as "one of the chief burdens" of new lawyers. Even more importantly, the only lawyers' point of view described in the passage is in opposition to, not in support of, the plan; you are not told of any lawyers who are advocating legal plans.

This leaves you with (A) as the credited response.

READING COMPREHENSION: DUAL PASSAGES

One Reading Comprehension passage on each LSAT is a comparative reading set comprised of two shorter passages, each with a different treatment of a similar subject. These passages require the same skills as a regular Reading Comprehension passage; in fact, analyzing these passages is very similar to analyzing a single passage with multiple viewpoints. The difference is that the questions will often ask you to compare and contrast the structure, tone, and content of the two passages. Sometimes the questions will ask you to find differences or similarities between the two passages. You may also be asked how the author of one passage would respond to a part of the other author's passage. As you read, keep an eye out for these similarities and differences so you'll be ready to answer the questions. Part of your preparation should be to define not only the main points and Bottom Line of each passage, but also the relationship between the two. And, as you go through Assess, Act, and Answer on the questions, make sure that you carefully determine if the question is asking about only one of the two passages, or if it is asking what information appears in only one or the other or both, or if it is asking about some relationship between the two.

Let's work a comparative reading set together.

This Reading Passage and its questions are from PrepTest 58, Section 2, Questions 21–27.

Passage A

In music, a certain complexity of sounds can be expected to have a positive effect on the listener. A single, pure tone is not that interesting to explore; a measure of intricacy is required to excite human curiosity. Sounds that are too complex or disorganized, however, tend to be overwhelming. We prefer some sort of coherence, a principle that connects the various sounds and makes them comprehensible.

In this respect, music is like human language. Single sounds are in most cases not sufficient to convey meaning in speech, whereas when put together in a sequence they form words and sentences. Likewise, if the tones in music are not perceived to be tied together sequentially or rhythmically—for example, in what is commonly called melody—listeners are less likely to feel any emotional connection or to show appreciation.

Certain music can also have a relaxing effect. The fact that such music tends to be continuous and rhythmical suggests a possible explanation for this effect. In a natural environment, danger tends to be accompanied by sudden, unexpected sounds. Thus, a background of constant noise suggests peaceful conditions; discontinuous sounds demand more attention. Even soft discontinuous sounds that we consciously realize do not signal danger can be disturbing—for example, the erratic dripping of a leaky tap. A continuous sound, particularly one that is judged to be safe, relaxes the brain.

Passage B

There are certain elements within music, such as a change of melodic line or rhythm, that create expectations about the future development of the music. The expectation the listener has about the further course of musical events is a key determinant for the experience of “musical emotions.” Music creates expectations that, if not immediately satisfied, create tension. Emotion is experienced in relation to the buildup and release of tension. The more elaborate the buildup of tension, the more intense the emotions that will be experienced. When resolution occurs, relaxation follows.

The interruption of the expected musical course, depending on one’s personal involvement, causes the search for an explanation. This results from a “mismatch” between one’s musical expectation and the actual course of the music. Negative emotions will be the result of an extreme mismatch between expectations and experience. Positive emotions result if the converse happens.

When we listen to music, we take into account factors such as the complexity and novelty of the music. The degree to which the music

sounds familiar determines whether the music is experienced as pleasurable or uncomfortable. The pleasure experienced is minimal when the music is entirely new to the listener, increases with increasing familiarity, and decreases again when the music is totally known. Musical preference is based on one’s desire to maintain a constant level of certain preferable emotions. As such, a trained listener will have a greater preference for complex melodies than will a naive listener, as the threshold for experiencing emotion is higher.

1. Which one of the following concepts is linked to positive musical experiences in both passages?

- (A) continuous sound 
- (B) tension 
- (C) language 
- (D) improvisation 
- (E) complexity 

2. The passages most strongly suggest that both are targeting an audience that is interested in which one of the following?

- (A) the theoretical underpinnings of how music is composed 
- (B) the nature of the conceptual difference between music and discontinuous sound 
- (C) the impact music can have on human emotional states 
- (D) the most effective techniques for teaching novices to appreciate complex music 
- (E) the influence music has had on the development of spoken language 

3. Which one of the following describes a preference that is most analogous to the preference mentioned in the first paragraph of passage A?

- (A) the preference of some people for falling asleep to white noise, such as the sound of an electric fan
- (B) the preference of many moviegoers for movies with plots that are clear and easy to follow
- (C) the preference of many diners for restaurants that serve large portions
- (D) the preference of many young listeners for fast music over slower music
- (E) the preference of most children for sweet foods over bitter foods

4. Which one of the following most accurately expresses the main point of passage B?

- (A) The type of musical emotion experienced by a listener is determined by the level to which the listener's expectations are satisfied.
- (B) Trained listeners are more able to consciously manipulate their own emotional experiences of complex music than are naive listeners.
- (C) If the development of a piece of music is greatly at odds with the listener's musical expectations, then the listener will experience negative emotions.
- (D) Listeners can learn to appreciate changes in melodic line and other musical complexities.
- (E) Music that is experienced by listeners as relaxing usually produces a buildup and release of tension in those listeners.

5. Which one of the following most undermines the explanation provided in passage A for the relaxing effect that some music has on listeners?

- (A) The musical traditions of different cultures vary greatly in terms of the complexity of the rhythms they employ.
- (B) The rhythmic structure of a language is determined in part by the pattern of stressed syllables in the words and sentences of the language.
- (C) Many people find the steady and rhythmic sound of a rocking chair to be very unnerving.
- (D) The sudden interruption of the expected development of a melody tends to interfere with listeners' perception of the melody as coherent.
- (E) Some of the most admired contemporary composers write music that is notably simpler than is most of the music written in previous centuries.

6. Which one of the following would be most appropriate as a title for each of the passages?

- (A) "The Biological Underpinnings of Musical Emotions"
- (B) "The Psychology of Listener Response to Music"
- (C) "How Music Differs from Other Art Forms"
- (D) "Cultural Patterns in Listeners' Responses to Music"
- (E) "How Composers Convey Meaning Through Music"

7. It can be inferred that both authors would be likely to agree with which one of the following statements?

- (A) The more complex a piece of music, the more it is likely to be enjoyed by most listeners.
- (B) More knowledgeable listeners tend to prefer music that is discontinuous and unpredictable.
- (C) The capacity of music to elicit strong emotional responses from listeners is the central determinant of its artistic value.
- (D) Music that lacks a predictable course is unlikely to cause a listener to feel relaxed.
- (E) Music that changes from soft to loud is perceived as disturbing and unpleasant by most listeners.

Explanations and Annotations

Step 1: Prepare

As you prepare Comparative Reading passages, in most ways treat them the same as any passage: look for key logical clues, identify the main point of each paragraph, and define the Bottom Line of each passage, including the attitude and purpose of the author in the passage as a whole.

As you read Passage B, already be on the lookout for similarities and differences with Passage A. Keep in mind that while Passage B is not written in direct response to Passage A, there will be some relationship between them, including at least some similarities and at least some differences in content, scope, and/or attitude of the author.

Passage A

Paragraph 1 Main Point: While a simple musical sound is not likely to interest people, a certain complexity of sounds will.

Paragraph 2 Main Point: Just like with language, connection and coherence is important for understanding and appreciation.

Paragraph 3 Main Point: People find continuous sounds relaxing, in music and in general.

Passage A Bottom Line: Levels of complexity, coherence, and continuity affect the pleasure of listeners.

Passage B

As you read Passage B, you see that it is very similar in content and purpose to Passage A. Note where similar topics appear and what the author has to say about them, as well as where the author raises topics or issues that did not appear in Passage A.

Paragraph 1 Main Point: In music, expectations create tension, and resolution of tension creates relaxation.

Paragraph 2 Main Point: When expectations match resolution, music can inspire positive emotions and vice versa.

Paragraph 3 Main Point: Also, the right level of complexity and familiarity makes music pleasurable for different listeners.

Passage B Bottom Line: Resolution of expectations, and complexity and familiarity, factor into the pleasure we find in music.